The Total Economic Impact™ Of Verint

Through 5 customer interviews and data aggregation, Forrester concluded that Verint has the following three-year financial impact. **SUMMARY OF BENEFITS** Three-year risk-adjusted **ROI** Cost savings from improved contact \$42.4M 391% center management Cost savings from \$3.9M call deflection \$41.72M Cost savings from \$2.0M reduced call times **PAYBACK** Cost savings from <6 month improved training and \$3.6M improved agent satisfaction Additional income from \$484.3K improved cross-selling

Reduced customer eng

Reduced customer engagement operating costs by **44%**

Reduced costs by deflecting **45%** of calls

Improved revenue from cross-selling by **50%**

Saved costs by reducing the average handle time of calls by 43%

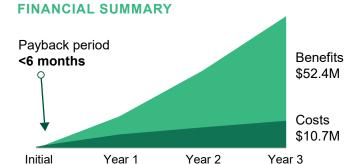
Improved employee turnover rates from 35% to **27%** annually

VOICE OF THE CUSTOMER

"Verint has enabled us to be flexible in our customer support operations. It gets customers the help they need without trapping them in one channel."



Director of digital engagement, professional services





Source: This document is an abridged version of a case study commissioned by Verint titled: The Total Economic Impact™ Of Verint, June 2021.

Commissioned By

